

The Neiman Marcus Group, Inc.

Approver: LJE

Request:

1. Discount (60%) with 9iAS at store
2. 2 year Price Hold at 55% for products on order plus HR, Financial Intell, Warehouse Mgmt, PDX, Call Center.
3. Support/Update fees: for Financials (read only and full use), Database, 9iAS, Tutor. 15% (update fee) for remaining applications. Customer can upgrade by paying additional 7% at the final deal discount rate.
4. Flat line support 5 years
5. Term OLSA 3 years

Deal Summary:

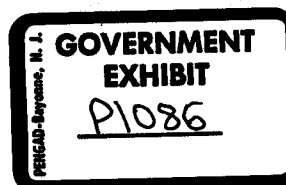
Deal Summary	
Product Mix:	11i Fins, Purch, Proj, iP, iSup, iSource, Tutor, 9iEE, 9iAS
License Discount	60%
Support Discount	60%
Support Options/Holds	22% for Financials (read only and full use), Database, 9iAS, Tutor. 15% (update fee) for remaining applications. Customer can upgrade by paying additional 7% at the final deal discount rate.
Price Holds	2 years
List License	3,846,000
List Support	846,120
Net License	1,538,400
Net Support	265,004
Net Price	1,803,404
Price List Used	11-Jan-2002

Justification for A,B,D & E

This transaction is the culmination of a 10-month sales cycle with competitive threats from IBM (Informix), Microsoft and PeopleSoft. Early on Oracle committed to a deep discount and go-forward price hold in order to establish Oracle as a preferred vendor to win Financials, HR and to displace Informix/IBM for the database. The discount request was also part of our strategy to eliminate PeopleSoft and continue evaluating only Oracle for the Financials. We still have significantly more business for FY2003 (HR, DB, CRM). In addition, we want to build the perception that Oracle is easy to do business with.

Justification for C

Customer's implementation schedule includes implementing only Oracle Financials in first year. Customer will implement Purchasing, Projects, iSourcing, iSupplier and iProcurement in years 2 & 3 and therefore does not feel paying support prior to beginning the implementation is justified.



Justification for F

Oracle agreed to this definition for an existing OLA dated Feb 2001. Customer would like to keep it in this agreement.

Recommendation:

Submitted By: Roger Turnham 972-501-3718

(For HQAPP Use only)

R:

C:

L:

A:

BP: